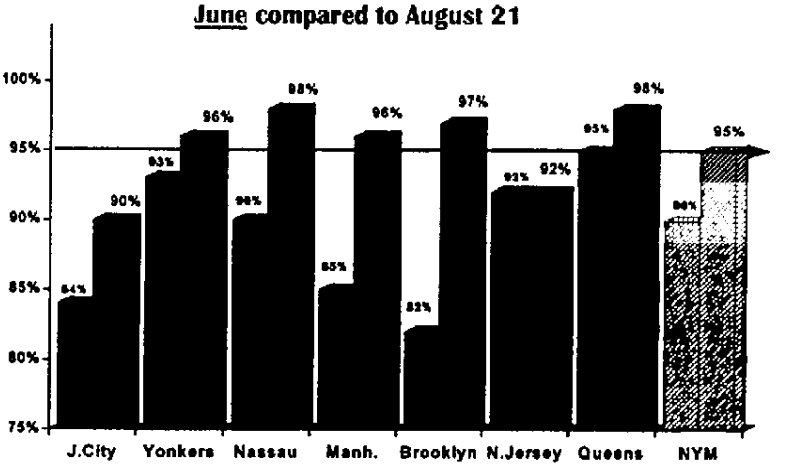
Winston Box Distribution / Monthly Calls

Objective Sept. 26: 95%

June compared to August 21

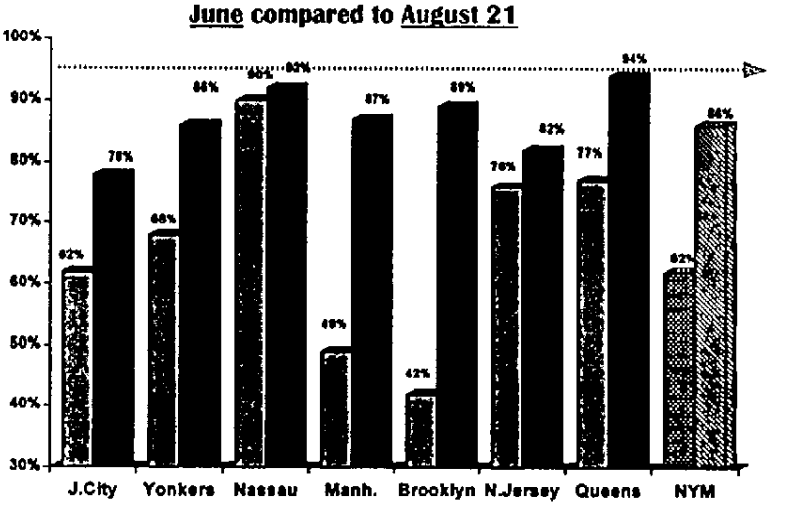


All Calls:	57%	65%	56%	60%	44%	67%	46%	52%

Winston Lt. Box Distribution / Monthly Calls

Objective Sept. 26: 95%

June compared to August 21



All Calls:	38%	44%	47%	39%	27%	45%	41%	37%

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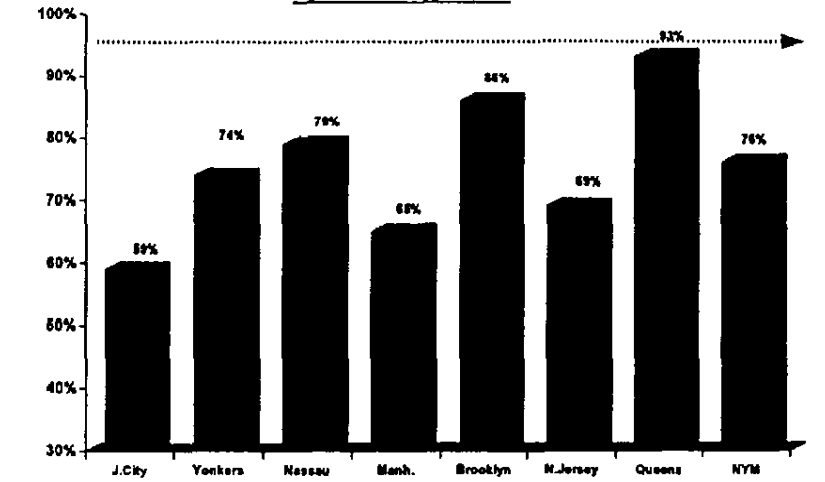
Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Lt. Box 100 Distribution / Monthly Calls

Objective Sept. 26: 95%

Updated August 21

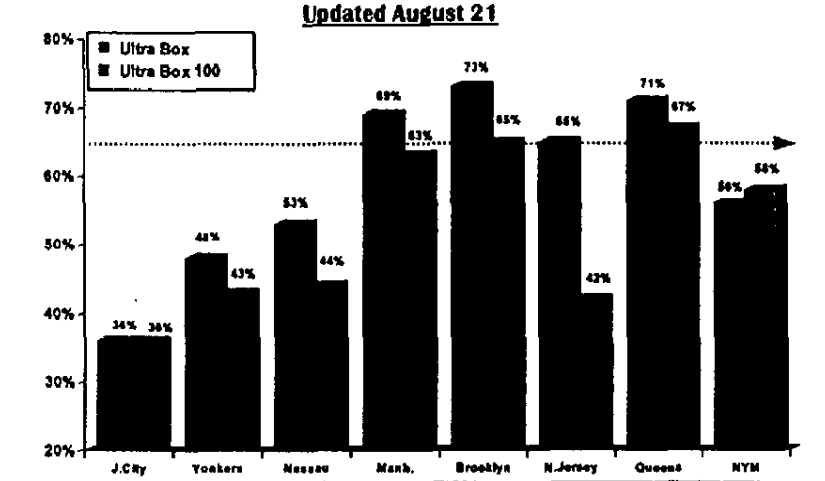


	J.City	Yonkers	Nassau	Manh.	Brooklyn	N.Jersey	Queens	NYM
All Calls:	28%	28%	27%	23%	20%	20%	29%	24%

Winston Ultra & Ultra Box 100 Distribution

Monthly Calls / Objective Sept. 26: 65%

Updated August 21



All Calls:	J.City	Yonkers	Nassau	Manh.	Brooklyn	N.Jersey	Queens	NYM
U.Box	13%	20%	18%	25%	17%	19%	26%	20%
UB 100	12%	18%	16%	23%	17%	17%	23%	18%

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Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Box Distribution Recap

Jersey City	Box	Lt.Box	Lt.100 Box	U.Box	U100 Box
Total Stores	2885	2885	2885	2885	2885
w/Box	1,638	1102	800	369	344
%	57%	38%	28%	13%	12%
Total Mo+	906	906	906	906	906
w/Box	817	704	537	329	323
%	90%	78%	59%	36%	36%
Objective	95%	95%	95%	65%	65%

Yonkers	Box Aug. 21	Lt.Box Aug. 21	Lt.100 Box Aug. 21	U.Box Aug. 21	U100 Box Aug. 21
Total Stores	2,653	2,653	2,653	2,653	2,653
w/Box	1,712	1158	749	524	468
%	65%	44%	28%	20%	18%
Total Mo+	1,013	1,013	1,013	1,013	1,013
w/Box	971	873	749	490	435
%	96%	86%	74%	48%	43%
Objective	95%	95%	95%	65%	65%

Nassau	Box Aug. 21	Lt.Box Aug. 21	Lt.100 Box Aug. 21	U.Box Aug. 21	U100 Box Aug. 21
Total Stores	2,571	2,571	2,571	2,571	2,571
w/Box	1,438	1200	699	470	418
%	56%	47%	27%	18%	16%
Total Mo+	884	884	884	884	884
w/Box	862	815	699	470	386
%	98%	92%	79%	53%	44%
Objective	95%	95%	95%	65%	65%

Manhattan	Box Aug. 21	Lt.Box Aug. 21	Lt.100 Box Aug. 21	U.Box Aug. 21	U100 Box Aug. 21
Total Stores	2,820	2,820	2,820	2,820	2,820
w/Box	1,701	1089	658	697	657
%	60%	39%	23%	25%	23%
Total Mo+	1,005	1,005	1,005	1,005	1,005
w/Box	940	874	658	697	631
%	94%	87%	65%	69%	63%
Objective	95%	95%	95%	65%	65%

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Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Box Distribution Recap

Brooklyn	Box	Lt.Box	Lt.100 Box	U.Box	U100 Box
Total Stores	3,758	3,758	3,758	3,758	3,758
w/Box	1,635	1014	760	644	632
%	44%	27%	20%	17%	17%
Total Mo+	885	885	885	885	885
w/Box	858	792	760	644	579
%	97%	89%	86%	73%	65%
Objective	95%	95%	95%	65%	65%

No. Jersey	Box	Lt.Box	Lt.100 Box	U.Box	U100 Box
Total Stores	2,598	2,598	2,598	2,598	2,598
w/Box	1,737	1162	510	487	441
%	67%	45%	20%	19%	17%
Total Mo+	744	744	744	744	744
w/Box	686	609	510	487	313
%	92%	82%	69%	65%	42%
Objective	95%	95%	95%	65%	65%

Queens	Aug. 21	Aug. 21	Aug. 21	Aug. 21	Aug. 21
Total Stores	4,142	4,142	4,142	4,142	4,142
w/Box	1,287	1900	1213	1065	972
%	31%	46%	29%	26%	23%
Total Mo+	1,310	1,310	1,310	1,310	1,310
w/Box	1,287	1228	1213	936	873
%	98%	94%	93%	71%	67%
Objective	95%	95%	95%	65%	65%

NY Metro	Aug. 21	Aug. 21	Aug. 21	Aug. 21	Aug. 21
Total Stores	21,427	21,427	21,427	21427	21,427
w/Box	11,148	7953	5126	4256	3932
%	52%	37%	24%	19.9%	18%
		6747			
Total Mo+	6,747	~~8,625~~	6,747	6747	6,747
w/Box	6,422	7593	5126	3774	3932
%	95%	~~88%~~	76%	55.9%	58%
Objective	95%	95%	95%	65%	65%

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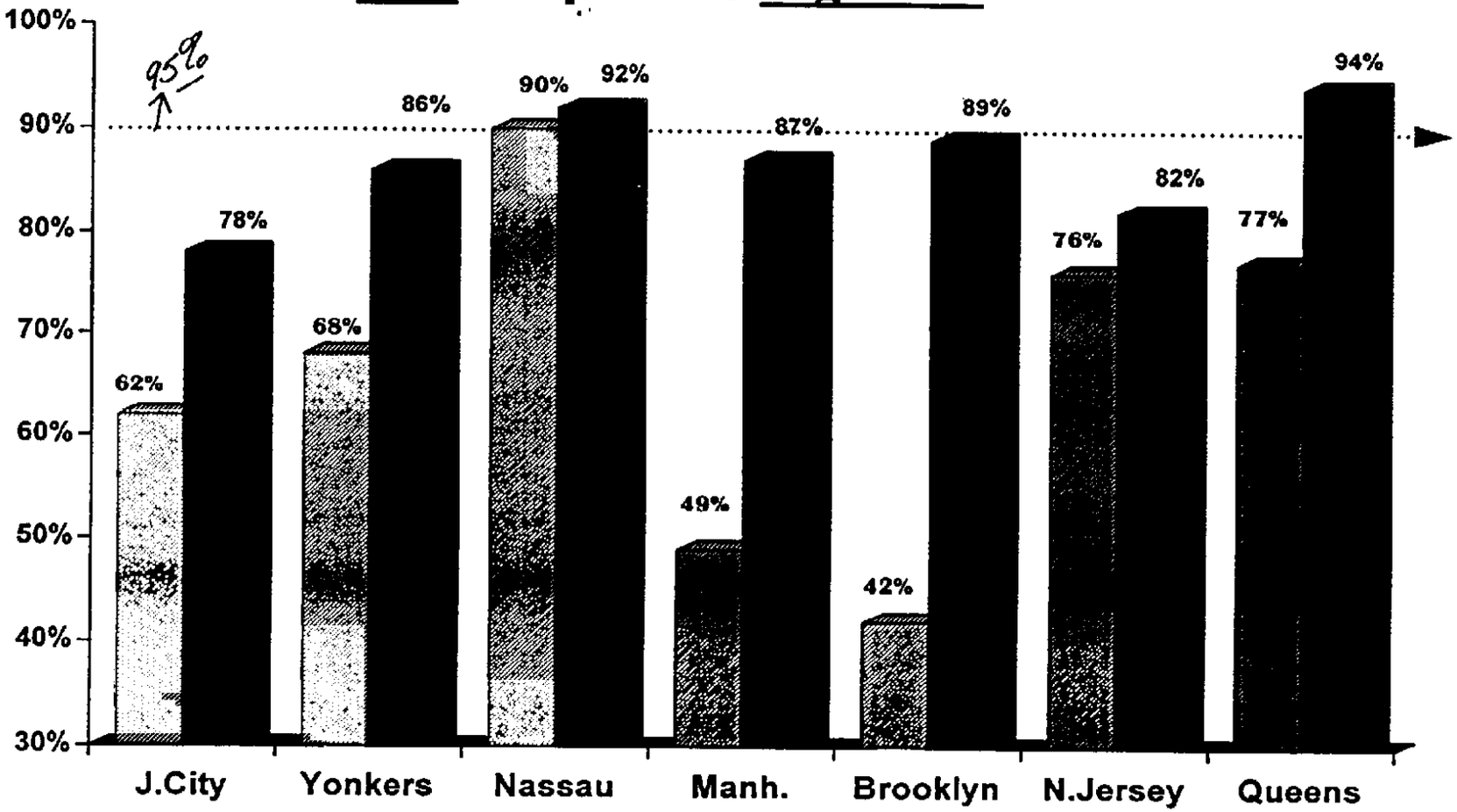
Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Lt. Box Distribution / Monthly Calls

Objective Sept. 26: 95%

June compared to August 21



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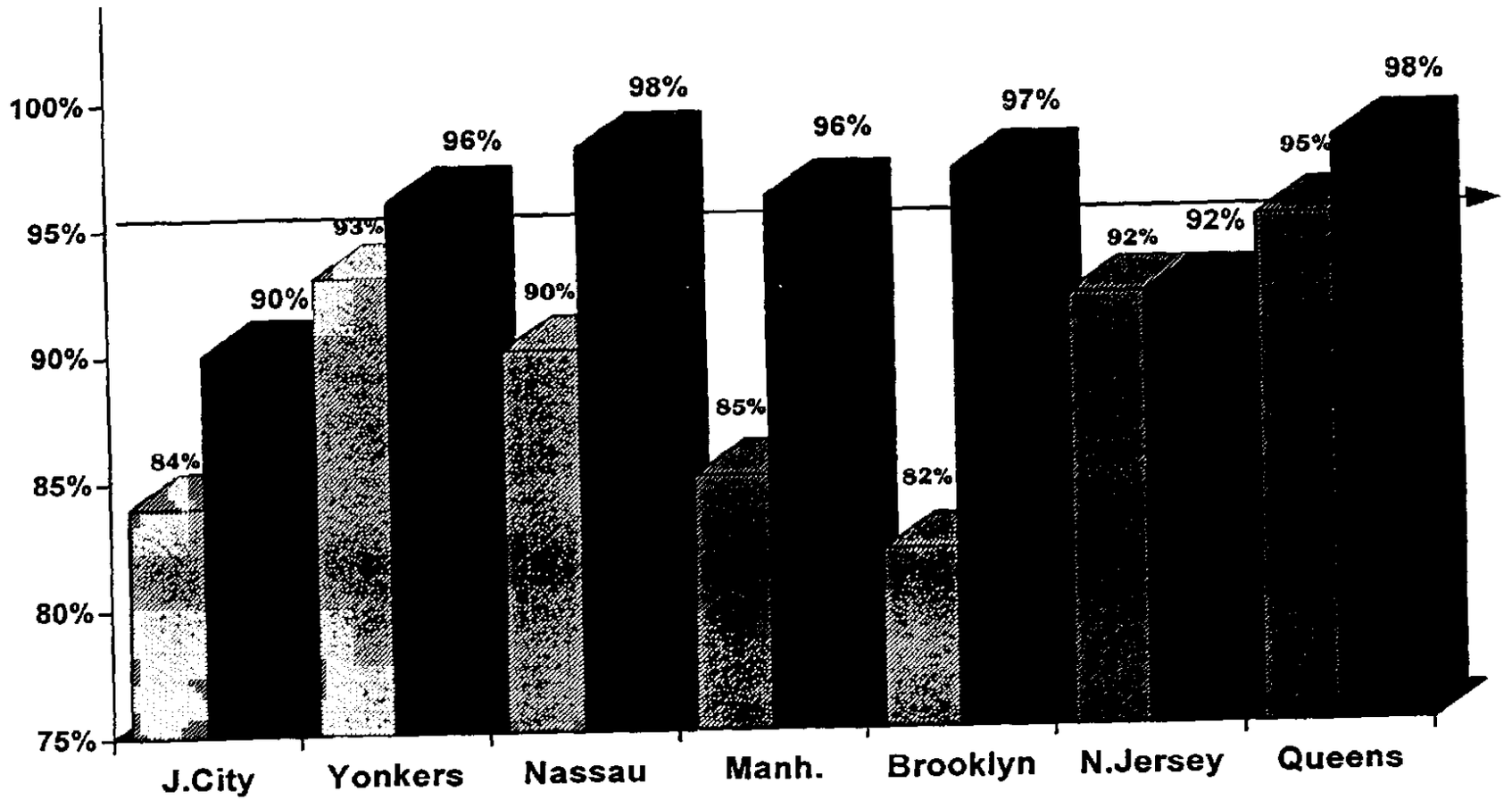
Winston Box Distribution / Monthly Calls

Objective Sept. 26: 95%

June compared to August 21

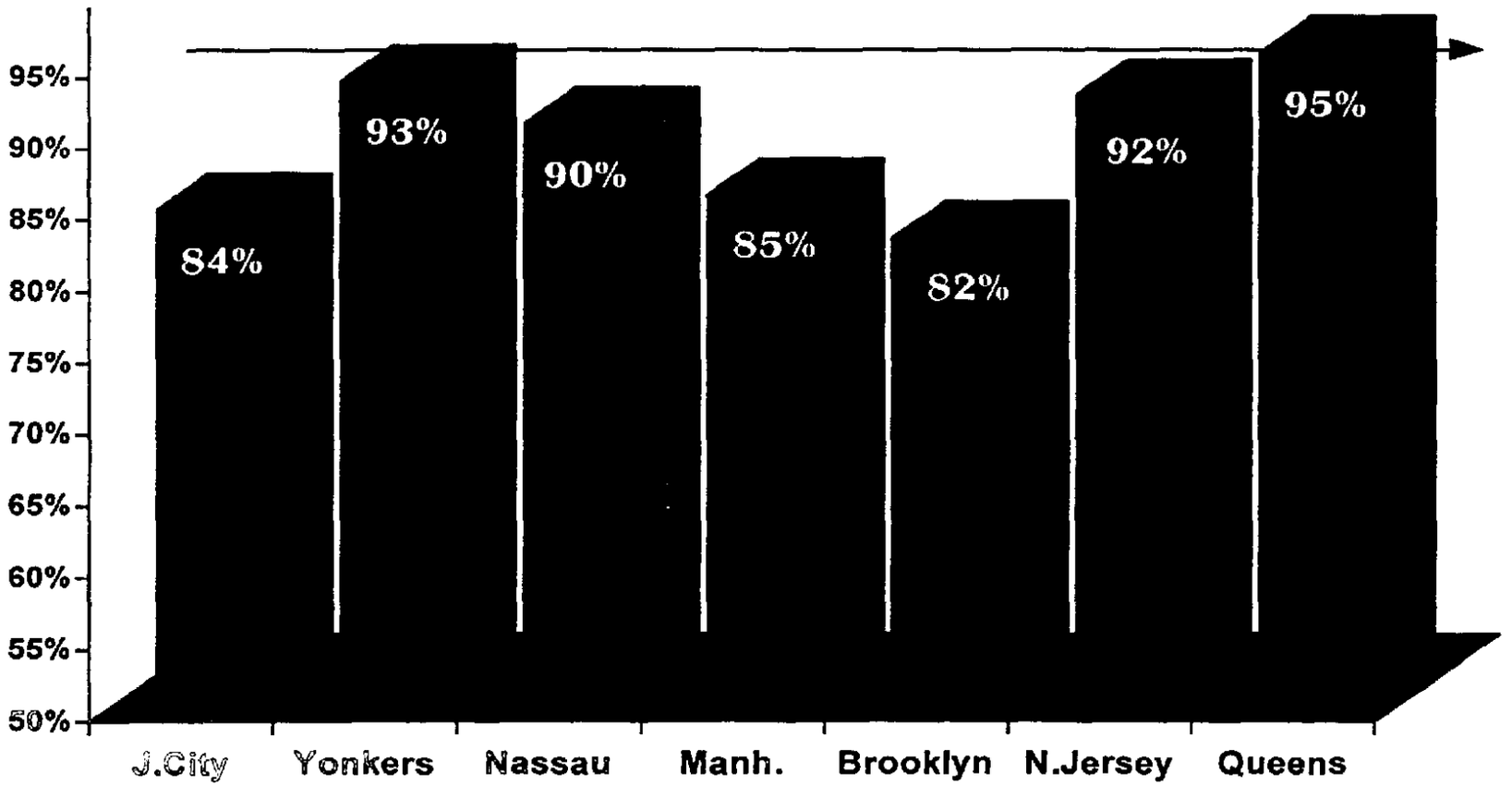


Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Box Distribution / Monthly Calls

Objective August 29: 90%

Objective Sept. 26: 95%



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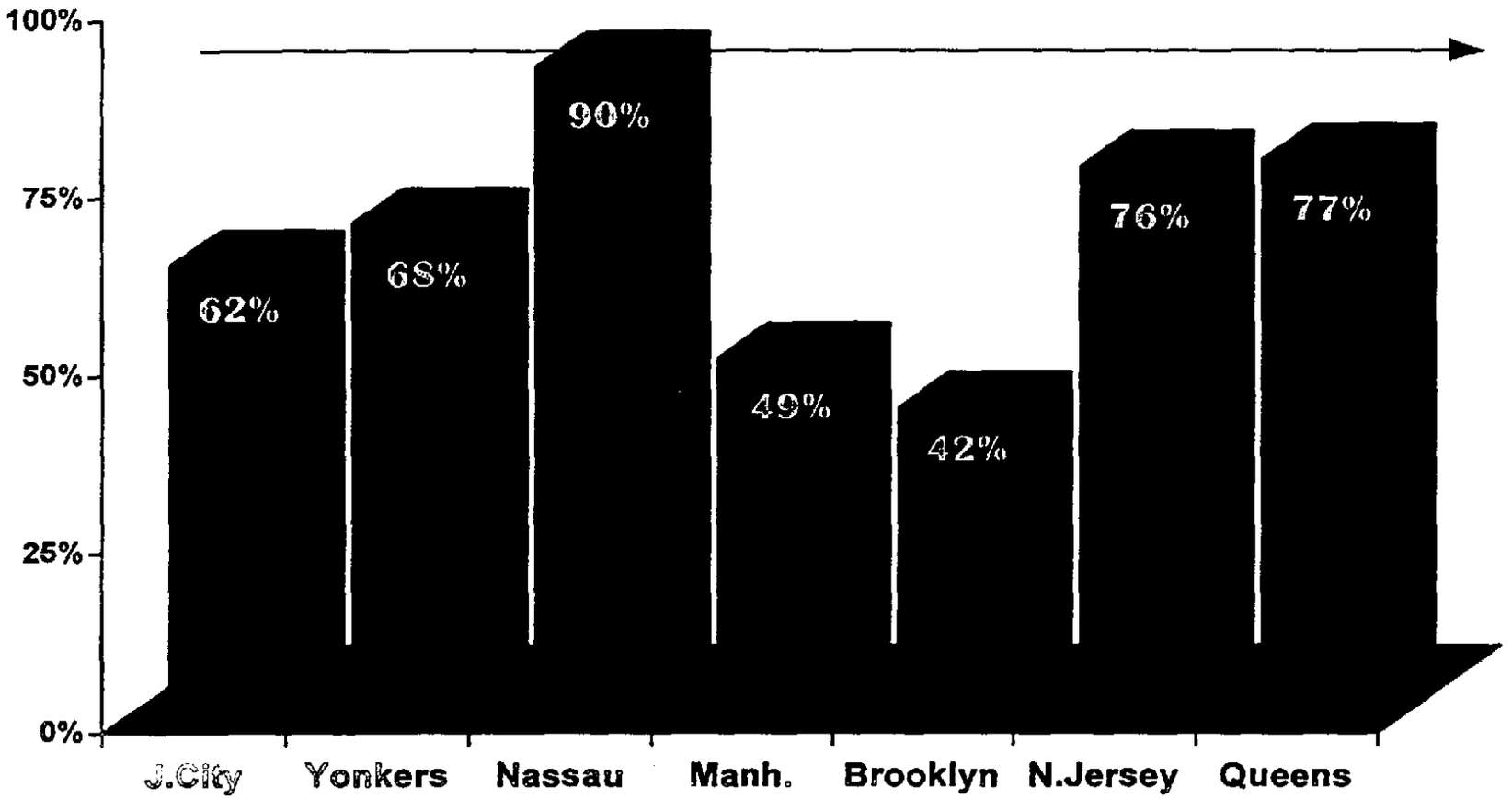
Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Lt. Box Distribution / Monthly Calls

Objective August 29: 85%

Objective Sept. 26: 95%



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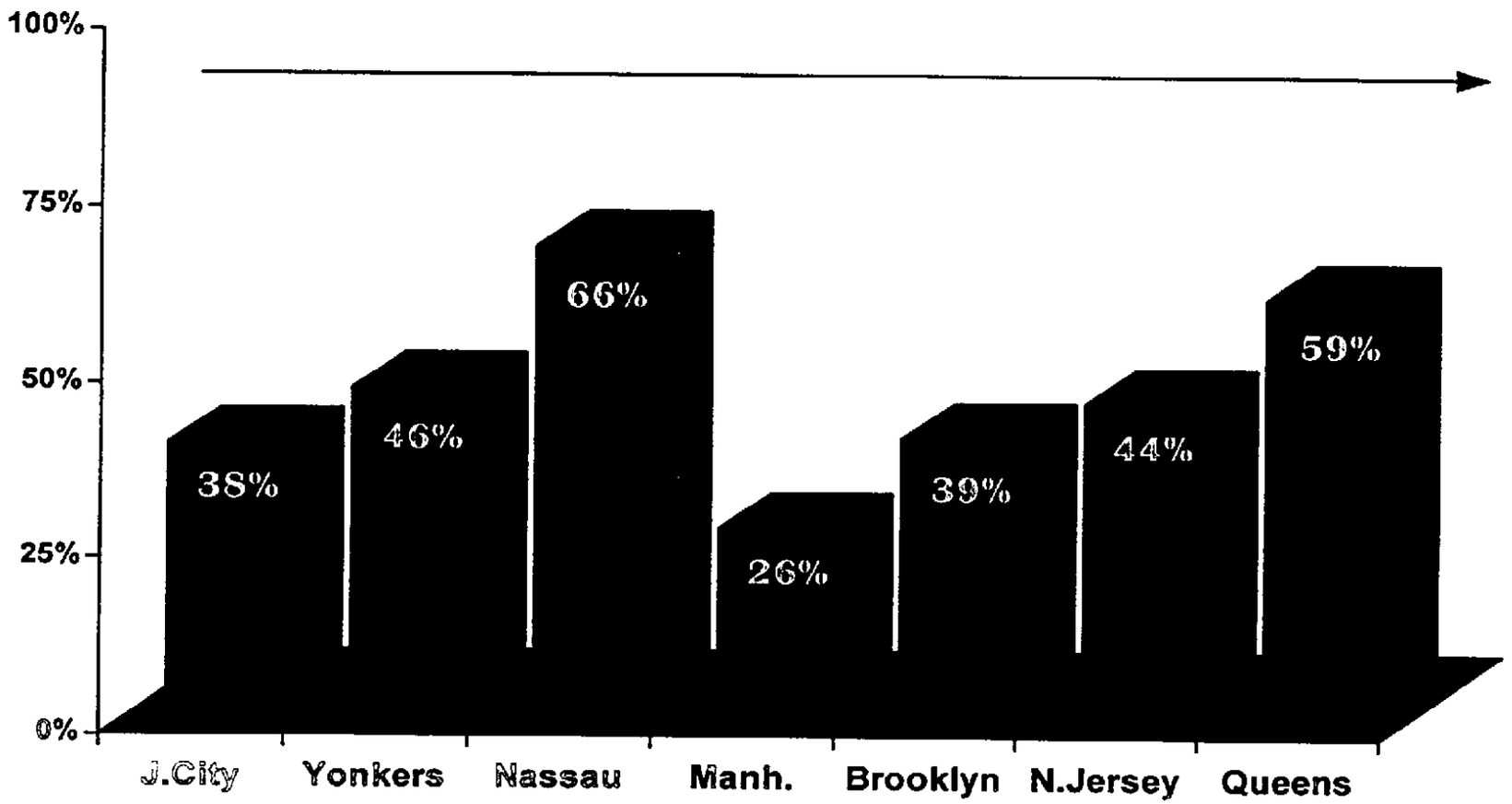
Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000

Winston Lt. Box 100 Distribution / Monthly Calls

Objective August 29: 75%

Objective Sept. 26: 95%



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Source: https://www.industrydocuments.ucsf.edu/docs/lldp0000